

Pay Now or Pay Later: Obtaining ROI from Security Solutions

The business justifications for network security solutions can be difficult to prove, but the “hope and pray” approach to securing the network is never a winning solution. Even though today’s risks really haven’t changed, the threats and vulnerabilities the credit unions are exposed to are growing more frequent and have increasingly more damaging payloads. Basically, the credit union has the ultimate responsibility for ensuring a secure physical and information systems environment and ensuring that the institution has protected itself from the inherent risks associated with the use of emerging technology and business processes in general.

Fortunately, the costs to protect the credit union are really fairly minimal when you consider that the potential loss of networks, PC access, data, and reputation could cost \$30,000 per disaster incident. There is no doubt that every credit union – even the ones with assets in the billions – can benefit from network security outsourcing. Perimeter realized that even the largest credit unions could not afford to build a world-class Fortune 500 infrastructure, plus three shifts worth of trained security experts. At Perimeter Internetworking, we offer credit unions complete network security on demand at a fraction of the cost that it would cost them to build and maintain themselves. That is why our best-in-class, pre-integrated technology is the premier choice of more financial institutions than another security provider in the nation. In the end, the calculations make network security outsourcing the obvious and easy choice.

Because security issues are dynamic and are always changing and evolving, credit unions need a vendor that is far more than just a managed security provider. They need a partner that can keep track of security technologies, test them and implement them quickly and affordably. In many ways we act as a Research and Development group that sorts through security solutions for our clients and responds to their needs and concerns.



With over sixty security solutions in place, we are far and away the leader in delivering world-class managed network and security services to credit unions. While other firms are more narrowly focused, we are a unique enterprise in that we take a holistic approach to security that is unmatched in the industry. And we are always adding new services in response to our clients’ ever-changing business environment and regulatory requirements. We currently have over 60 services organized into six groups: Intrusion Defense, Malicious Code Defense, Secure Mail Services, Secure Access, Secure Network Services, and Automated Compliance. From the simplest to the most comprehensive network, our complete service suite offers affordable and customizable protection levels for any credit union.



Brad Miller is CEO of Perimeter Internetworking. Mr. Miller joined the company in May 2000 as CEO. Since that time, the company has received awards for revenue growth as well as Mr. Miller has received personal recognition as an Ernst & Young Entrepreneur-of-the-Year Finalist in 2001. Previously, Mr. Miller served from July 1997 to April 2000 as Chief Operating Officer of PRG, the leading supplier of entertainment technology products and services with over \$300 million in revenue. Under Miller’s leadership Perimeter Internetworking has been profitable since 2001 and ranked among the top 10 of Deloitte’s Technology Fast 50 for the 2004 & 2005 years while also being ranked among Deloitte’s Technology Fast 500. Perimeter Internetworking can be reached at 800 234 2175.